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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1989

WESTERN REGION (WCPA)

Arizona State University
California Institute of Technology
California Poly. State University - San Luis Obispo
California State Poly University - Pomona
California State University - Fresno
California State University - Hayward
California State University - Long Beach
California State University - Los Angeles
California State University - Sacramento
University of California - Los Angeles
Gonzaga University
University of Idaho
Loyola Marymount University
Monterey Institute of International Studies
University of Nevada - Reno
Oregon State University
University of Oregon
Portland State University
University of Redlands
Saint Mary's College
San Diego State University
University of San Francisco
San Jose State University
Santa Clara University
University of Southern California
University of Southern California - Graduate School of Business
Stanford University
Washington State University
University of Washington
Westmont College

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Western** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 9, 1989, through February 3, 1989) and cumulatively (September 1, 1988, and February 3, 1989).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	10	561	$20860	$25166	*	*	*	97	1331	$23463	$24690	$26400	$23800	$19500
BUSINESS ADMIN (INCL MGMT	+	155	+	23342				20	330	22360	22070	25500	22250	16800
DISTRIBUTION MANAGEMENT	+	26	+	24480				+	36	+	24363			
ECONOM & FINANCE (BANKING	1	85	21600	23074	*	*	*	18	253	22600	22966	*	*	*
HOTEL/RESTAURANT MGMT.	+	13	+	21154				8	64	20000	19737	*	*	*
HUMAN RSRCS (incl LABOR R	+	11	+	20036				5	23	20716	21538	*	*	*
MANAGEMENT INFO SYSTEMS	+	51	+	27689				2	138	29862	26626	*	*	*
MARKETING/MARK MGMT (RESR	+	125	+	22395				32	322	21273	21989	25000	21000	18000
REAL ESTATE	+	+	+	+				2	6	19500	22788	*	*	*
COMMUNICATIONS														
ADVERTISING	+	1	+	17000				+	10	+	19249			
COMMUNICATIONS	+	20	+	21027				6	60	24983	20041	*	*	*
JOURNALISM	+	5	+	20632				5	28	20920	18696	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	14600				+	7	+	13711			
EDUCATION														
ELEMENTARY EDUCATION	+	18	+	15607				+	76	+	17231			
PRE-ELEMENTARY EDUCATION	+	1	+	14400				+	4	+	13090			
PHYSICAL EDUCATION	+	+	+	+				2	8	28800	19759	*	*	*
SPECIAL EDUCATION	+	6	+	18183				+	19	+	19705			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				+	11	+	17045			
TEXTILES & CLOTHING	+	+	+	+				+	11	+	16924			
MERCHANDISING MANAGEMENT	+	+	+	+				+	3	+	18167			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21120				+	9	+	19813			
LETTERS (incl English, Li	+	2	+	21150				4	30	20350	19288	*	*	*
VISUAL & PERFORMING ARTS	+	1	+	29000				4	17	14790	15340	*	*	*
HUMANITIES - OTHER	+	2	+	18516				6	22	20333	22739	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20004				1	17	22000	19497	*	*	*
HISTORY	+	3	+	21167				1	9	19800	18402	*	*	*
POLITICAL SCIENCE/GOVT	+	1	+	17000				3	18	20800	19580	*	*	*
PSYCHOLOGY	+	7	+	19611				4	38	19100	17450	*	*	*
SOCIOLOGY	+	2	+	15700				3	14	24667	19009	*	*	*
SOCIAL SCIENCES-OTHER	+	2	+	14935				+	25	+	18752			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	13	+	28322				5	40	29333	28432	*	*	*
AGRICULTURAL	+	+	+	+				1	3	15360	19787	*	*	*
ARCHITECTURAL	+	+	+	+				4	5	21039	22375	*	*	*
BIOENGINEERING & BIOMEDIC	+	1	+	28800				+	4	+	28315			
CHEMICAL	+	100	+	32503				4	214	31935	32435	*	*	*
CIVIL	+	47	+	26758				22	157	26859	25742	28572	27492	24400
COMPUTER	+	21	+	29753				2	41	30888	29241	*	*	*
ELECTRICAL/ELECTRONIC	1	132	31863	30416	*	*	*	34	392	30357	29869	33000	30882	27000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
INDUSTRIAL	+	40	+	$29320				2	83	$31200	$28872	*	*	*
MECHANICAL	+	150	+	30189				28	438	29060	29902	$32640	$29700	$24352
METALLURGICAL	+	+	+	+				1	9	31992	29666	*	*	*
MINING (INCL GEOLOGICAL)	+	+	+	+				+	2	+	24936			
NUCLEAR	+	+	+	+				+	1	+	30000			
PETROLEUM	+	5	+	33460				+	36	+	30227			
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	+	16	+	25910				9	97	28831	28423	*	*	*
INDUSTRIAL TECHNOLOGY	+	1	+	15000				5	12	27748	25393	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24978				4	23	20358	21820	*	*	*
ANIMAL SCIENCES	+	+	+	+				+	5	+	19380			
PLANT SCIENCES	+	2	+	16890				+	5	+	17656			
NATURAL RESOURCES	+	+	+	+				1	1	22800	22800	*	*	*
OTHER AGRICULTURAL SCIENC	+	8	+	23088				+	15	+	21811			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	62	+	28117				32	214	29284	27074	33456	30000	26000
COMPUTER PROGRAMMING	+	2	+	25100				+	21	+	26212			
INFORMATION SCIENCES & SY	1	12	$22500	27325	*	*	*	4	42	30150	25958	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				+	7	+	28228			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	23040				+	40	+	23880			
HEALTH SCIENCES	+	3	+	18317				+	20	+	18067			
NURSING	+	6	+	21172				5	79	26545	23101	*	*	*
PHARMACY	+	+	+	+				+	50	+	36583			
SCIENCES														
ACTUARIAL	+	+	+	+				+	5	+	31560			
ARCHITECTURAL & ENVIRONME	+	+	+	+				8	10	23120	23592	*	*	*
BIOLOGICAL	+	+	+	+				+	13	+	18930			
CHEMISTRY	+	6	+	32583				+	26	+	27010			
GEOLOGY & GEOLOGICAL SCI	+	+	+	+				+	3	+	22720			
MATHEMATICS	+	3	+	28100				6	36	27740	23554	*	*	*
PHYSICS	+	5	+	26000				+	5	+	26000			
OTHER PHYSICAL & EARTH SC	+	8	+	23160				1	11	18000	22655	*	*	*
TOTALS	13	1755						401	5107					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	10	477	$20860	$25393	*	*	*	77	1109	$23666	$24911	$26000	$24400	$21000
ACCOUNTING (PRIVATE)	+	84	+	23726				16	230	23616	23110	*	*	*
COMMERCIAL BANKING (CNSMR	+	14	+	21565				3	40	24200	21552	*	*	*
COMMERCIAL BANKING (LENDG	+	11	+	22264				3	25	16000	21036	*	*	*
INVESTMT BANKING (CORP FN	+	2	+	23350				1	9	22500	23367	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	34200			
INVESTMT BANKG (REAL EST)	+	1	+	16700				+	4	+	17175			
INVESTMT BANKG (SALES & T	+	+	+	+				+	3	+	20835			
FINANCIAL/TREASURY ANALYS	1	25	21600	24839	*	*	*	11	79	22345	23841	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	4	+	20050				2	9	23250	22522	*	*	*
UNDERWRITING	+	5	+	22076				3	21	20493	21197	*	*	*
MARKETING														
ADVERTISING	+	3	+	18333				+	10	+	16952			
BRAND/PRODUCT MANAGEMENT	+	19	+	25687				12	58	20936	23900	*	*	*
BUYER/MERCHANDISING	+	22	+	24442				9	69	22412	22453	*	*	*
MARKET RESEARCH	+	10	+	22392				3	26	23667	21805	*	*	*
SALES	+	124	+	23207				32	330	23124	22680	28500	22000	18000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				1	14	15360	23598	*	*	*
MEDIA PLANNING	+	1	+	17000				1	8	29400	18281	*	*	*
ON-AIR REPORTING	+	1	+	16000				+	2	+	18000			
PRODUCTION	+	3	+	17733				+	10	+	19020			
PUBLIC RELATIONS	+	8	+	22378				4	33	19400	18894	*	*	*
WRITING / EDITING	+	2	+	13080				1	18	18000	15843	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	1	+	19493				1	8	15000	17172	*	*	*
FINANC,TAXA, MONETARY POL	+	7	+	22086				1	16	22000	21192	*	*	*
ECONOMIC PROGRAMS	+	1	+	15000				+	4	+	17992			
LAW ENFORCEMENT	+	1	+	20004				6	22	21117	20526	*	*	*
MILITARY	+	15	+	20483				+	47	+	21148			
NATIONAL SECURITY	+	2	+	25409				+	6	+	19901			
URBAN / REGIONAL PLANNING	+	+	+	+				2	3	24240	21160	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	25	+	25147				4	43	24450	23824	*	*	*
COUNSELING	+	1	+	17000				2	13	17700	16322	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	23500			
SOCIAL WORK	+	+	+	+				+	13	+	19008			
ENGINEERING														
BIOENGINEERING	+	5	+	32256				+	7	+	29511			
DESIGN / CONSTRUCT	+	88	+	28626				24	302	27916	28184	31800	27582	24400
ENVIRONMENTAL/SANITATION	+	4	+	27032				13	31	28568	26923	*	*	*
MANUFACTURING/INDUSTRIAL	+	141	+	30153				36	399	29620	29979	32640	29742	25200
SYSTEMS / PROGRAMMING	+	24	+	29605				3	61	27067	29605	*	*	*
POWER SYSTEMS	+	19	+	29616				5	38	28855	29293	*	*	*
SOFTWARE DESIGN & DEVELOP	+	18	+	29044				9	57	31012	29191	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	+	6	+	$29145				5	41	$27884	$30039	*	*	*
RESEARCH & DEVELOPMENT	+	44	+	30595				10	132	29222	29807	*	*	*
TESTING	1	15	$31863	28306	*	*	*	10	60	30402	27305	*	*	*
PROCESS ENGINEERING	+	133	+	31503				10	288	31376	31273	*	*	*
OTHER ENGINEERING	+	19	+	30170				+	70	+	30088			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	1	76	22500	27583	*	*	*	11	200	27516	26336	*	*	*
INFORMATION SYSTEMS	+	33	+	28521				6	110	32630	26971	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	18	+	27868				6	80	26220	27153	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	23413				+	11	+	27688			
AGRICULTURE/NAT'L RESOURC	+	14	+	23860				1	24	25200	22467	*	*	*
ARCHITECTURE	+	1	+	30000				12	18	22426	22399	*	*	*
CONSULTING	+	36	+	27705				1	95	23100	26041	*	*	*
HUMAN RESRCS /INDUS RELS	+	13	+	22425				4	52	21470	22261	*	*	*
MANAGEMENT TRAINEE	+	130	+	21523				28	385	20070	21050	$23004	$18998	$15360
MATH/STATISTICIANS	+	+	+	+				1	7	27000	20877	*	*	*
NURSES / PERSONAL CARE	+	6	+	19830				5	76	26545	23097	*	*	*
OTHER HEALTH RELATED (EX	+	8	+	21633				+	121	+	27804			
PARALEGAL	+	+	+	+				+	2	+	20460			
PERFORMING ARTS (ENTERTAI	+	+	+	+				1	3	17000	15000	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	5	32000	22552	*	*	*
RESEARCHERS - TECHNICAL	+	+	+	+				+	10	+	20115			
TEACHING	+	32	+	16736				4	138	23300	18036	*	*	*
TOTALS	13	1755						401	5107					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

WCPA REGIONAL Report No. 1 FEBRUARY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	25	+	$26952				+	57	+	$26672			
MBA--NON-TECH	+	30	+	30332				+	76	+	30672			
MBA--TECH	+	8	+	34000				+	14	+	35529			
MS-BUSINESS	+	1	+	32000				+	12	+	29042			
DISTRIBUTION MANAGEMENT	+	1	+	30900				+	1	+	30900			
ECONOMICS & FINANCE (BANK	+	4	+	25625				+	28	+	34443			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	+	+	+				+	3	+	28133			
MANAGEMENT INFORMATION SY	+	+	+	+				+	11	+	28055			
MARKETING/MKTNG MGT (RESE	+	2	+	24650				+	11	+	29800			
MERCHANDISING MANAGEMENT	+	1	+	21000				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	+	+	+			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	4	+	19750			
ELEMENTARY EDUCATION	+	1	+	19000				+	2	+	18000			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	+	+	+				+	5	+	22776			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	23000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	16500			
SOCIOLOGY	+	+	+	+				+	1	+	32000			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	5	+	19427			

continued

WCPA REGIONAL Report No. 1 FEBRUARY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	+	+	+				+	1	+	$33280			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	2	+	$32500				+	2	+	32500			
CHEMICAL	+	7	+	34800				+	10	+	34520			
CIVIL	+	2	+	27746				+	13	+	28134			
COMPUTER	+	5	+	32352				+	9	+	32129			
ELECTRICAL/ELECTRONIC	+	13	+	34694				+	38	+	34962			
INDUSTRIAL	+	+	+	+				+	4	+	33650			
MECHANICAL	+	15	+	34071				1	27	$47652	34051	*	*	*
METALLURGICAL	+	3	+	34307				+	7	+	32934			
MINING & MINERAL	+	+	+	+				+	2	+	33000			
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	+	3	+	33400				+	9	+	40475			
TEXTILE	+	+	+	+				+	+	+	+			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	2	+	27500				1	10	30849	33689	*	*	*
COMPUTER SCIENCE	+	+	+	+				+	1	+	32438			
INFORMATION SCIENCES & SY	+	+	+	+				+	+	+	+			
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	28800			
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	32000				+	4	+	27428			
HEALTH SCIENCES	+	4	+	21965				+	6	+	21143			
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	1	+	23000			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	+	+	+	+				+	6	+	31917			
GEOLOGY & RELATED GEOLOGI	+	1	+	34800				+	18	+	28978			
MATHEMATICS (INCL ACTUARI	+	1	+	33000				+	8	+	29764			
PHYSICS	+	+	+	+				+	1	+	32016			
POLYMER	+	4	+	30330				+	4	+	30330			
TOTALS	+	137						2	425					

Master's Degree Candidates - Experience [1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

GRADUATE	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	18	+	$33909				+	41	+	$32004			
MBA--TECH	+	5	+	46060				+	8	+	36628			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	12	+	34822				+	37	+	35612			
MBA--TECH	+	16	+	45944				+	16	+	45944			
OVER 4 YEARS														
MBA--NON-TECH	+	19	+	35211				+	44	+	37714			
MBA--TECH	+	8	+	43950				+	14	+	43507			
TOTALS	+	78						+	160					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				1	2	$55000	$57250	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	41700			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	+	+	+				+	1	+	20000			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	23500			
SOCIOLOGY	+	+	+	+				+	+	+	+			
ENGINEERING														
AEROSPACE	+	+	+	+				+	+	+	+			
CHEMICAL	+	7	+	$42063				+	14	+	44511			
CIVIL	+	1	+	31200				+	2	+	31200			
COMPUTER	+	1	+	57000				+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	3	+	41333				+	6	+	39817			
MECHANICAL	+	+	+	+				+	+	+	+			
METALLURGICAL	+	+	+	+				+	1	+	49200			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	4	+	41745				+	10	+	41588			
GEOLOGICAL SCIENCES	+	+	+	+				+	1	+	36000			
MATHEMATICS	+	+	+	+				+	+	+	+			
PHYSICS	+	2	+	43500				+	2	+	43500			
POLYMER	+	2	+	42900				+	2	+	42900			
TOTALS	+	20						1	47					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	23513 69 29904/20400			27332 3					22200 1
BUSINESS ADMIN (INCL MGMT	25460 3			15000 1		22500 1	22710 2		22500 1
ECONOM & FINANCE (BANKING	24252 2			21900 4		21600 1			20525 4
MARKETING/MARK MGMT (RESR				17400 3		22000 2	27000 1		18000 1
COMMUNICATIONS									22000 1
JOURNALISM						18000 1			19000 1
LETTERS (incl English, Li									19000 1
VISUAL & PERFORMING ARTS				16800 1				10000 1	
HUMANITIES - OTHER									22000 1
AGRICULTURAL			15360 1						
ARCHITECTURAL			21039 4						
CIVIL								28572 1	
AGRIBUSINESS					18480 1				
COMPUTER SCIENCE							27375 4		
INFORMATION SCIENCES & SY	22500 1								
ARCHITECTURAL & ENVIRONME			23120 8						

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS	MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER	PUBLISHING		REAL ESTATE	
ACCOUNTING								24225	4				24000	1	23800	1
BUSINESS ADMIN (INCL MGMT					18000	1		21500	2	16800	1		15000	1	18000	1
ECONOM & FINANCE (BANKING	22000	1						30000	1							
HOTEL/RESTAURANT MGMT.	20750	4	19249	4												
HUMAN RSRCS (incl LABOR R								19850	2						15600	1
MARKETING/MARK MGMT (RESR	19000	2			20998	2		19989	9				19920	2		
REAL ESTATE															18000	1
COMMUNICATIONS								22000	1							
JOURNALISM								18800	2							
LETTERS (incl English, Li								20200	2							
VISUAL & PERFORMING ARTS															15360	1
HUMANITIES - OTHER										18000	1					
CRIMINAL JUSTICE					22000	1										
PSYCHOLOGY					21000	1		13000	1							
CIVIL												24400	2			

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING		19000 2				18175 4	23600 5		21948 1
BUSINESS ADMIN (INCL MGMT		40000 1			21000 1				
ECONOM & FINANCE (BANKING				21600 1					
MARKETING/MARK MGMT (RESR				22000 2					
REAL ESTATE		21000 1							
JOURNALISM							30000 1		
PHYSICAL EDUCATION					21600 1				
LETTERS (incl English, Li					22000 1				
VISUAL & PERFORMING ARTS									17000 1
HUMANITIES - OTHER					15000 1	15000 1	24000 1		
HISTORY					19800 1				
POLITICAL SCIENCE/GOVT							18000 1		
PSYCHOLOGY					28000 1				
CIVIL		27480 1	26506 2	27996 1			27553 12		
COMPUTER							30216 1		
ELECTRICAL/ELECTRONIC			32000 1	28800 1		27442 4	26000 1		
INDUSTRIAL			31200 1	31200 1					
MECHANICAL	29640 1		31500 3			22669 3	30000 1		
COMPUTER SCIENCE	30390 2								
NURSING								26545 5	

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					25200 1				
BUSINESS ADMIN (INCL MGMT	21600 1								
MARKETING/MARK MGMT (RESR							36000 1		
HUMANITIES - OTHER									28000 1
POLITICAL SCIENCE/GOVT					25200 1				
PSYCHOLOGY			14400 1						
SOCIOLOGY			18000 1						
AEROSPACE & AERONAUTICAL					29333 5				
CHEMICAL									32280 3
CIVIL								24800 3	
ELECTRICAL/ELECTRONIC					28815 5		24342 1		
MECHANICAL					28551 8		29400 1	26880 1	
METALLURGICAL							31992 1		
ENGINEERING TECHNOLOGY					28783 5			28398 2	
INDUSTRIAL TECHNOLOGY					29200 1				28970 2
AGRIBUSINESS						19225 2			
NATURAL RESOURCES									22800 1
COMPUTER SCIENCE					29532 3			26000 2	
MATHEMATICS					30120 2				
OTHER PHYSICAL & EARTH SC									18000 1

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL	
ACCOUNTING					34800	1							23500	4
BUSINESS ADMIN (INCL MGMT	23800	1												
ECONOM & FINANCE (BANKING			23132	3									24000	1
HUMAN RSRCS (incl LABOR R	22000	1	26280	1										
MANAGEMENT INFO SYSTEMS	29862	2												
MARKETING/MARK MGMT (RESR	19950	2	27600	1	25056	2	24187	1						
COMMUNICATIONS			29400	1	26250	2	24000	1						
PHYSICAL EDUCATION			36000	1										
SOCIOLOGY	32000	1											24000	1
COMPUTER	31560	1												
ELECTRICAL/ELECTRONIC	33283	5	30967	11	35700	1	33000	1					32196	2
MECHANICAL	30900	2	32007	5									36360	1
ENGINEERING TECHNOLOGY	32004	1	26760	1										
INDUSTRIAL TECHNOLOGY			25800	2										
AGRIBUSINESS					24500	1								
COMPUTER SCIENCE	30317	18	25700	2									29100	1
INFORMATION SCIENCES & SY	32700	3												
MATHEMATICS	26550	4												

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BUSINESS ADMIN (INCL MGMT					23004 1	25200 1
MARKETING/MARK MGMT (RESR	18000 1					
POLITICAL SCIENCE/GOVT	19200 1					
CHEMICAL						30900 1
ELECTRICAL/ELECTRONIC			27000 1			
MECHANICAL			24330 2			

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	23612 74 29904/21000			21133 12		21220 5	24140 3	10000 1	20618 11
BACHELOR - TECHNICAL	22500 1		21883 13		18480 1		27375 4	28572 1	

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	20429 7	19249 4	20599 5		20938 24 30000/18000	17400 2		19710 4	18152 5
BACHELOR - TECHNICAL							24400 2		

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		24750 4		21867 3	21233 6	17540 5	23750 8		19474 2
BACHELOR - TECHNICAL	30140 3	27480 1	30102 7	29332 3		25396 7	27790 15	26545 5	

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	21600 1		16200 2		25200 2		36000 1		28000 1
BACHELOR - TECHNICAL					29003 29 32640/27500	19225 2	28578 3	26260 8	27940 7

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25346 7	26954 7	27482 5	24094 2					23667 6
BACHELOR - TECHNICAL	30641 34 38100/27600	30021 21 37480/26760	30100 2	33000 1					32463 4

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL	18600 2				23004 1	25200 1
BACHELOR - TECHNICAL			25220 3			30900 1

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH						
MBA--TECH						

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	23524 69 29904/20400	23750 15	33600 1						22900 6
BUSINESS ADMIN (INCL MGMT	25460 3				22500 1				
ECONOM & FINANCE (BANKING	24540 5	21600 1		18000					21600 4
MARKETING/MARK MGMT (RESR			19500 2	13200 1					21996 1
VISUAL & PERFORMING ARTS				16800 1					

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING							18000 1		
BUSINESS ADMIN (INCL MGMT				22333 3	23250 2		25573 3		
ECONOM & FINANCE (BANKING	23250 2						19000 2		
HUMAN RSRCS (incl LABOR R					19850 2				
MARKETING/MARK MGMT (RESR				20861 7	22878 4	20500 2	22782 11		
REAL ESTATE							18000 1		
COMMUNICATIONS					24000 1		24833 3		29400 1
PHYSICAL EDUCATION							36000 1		
LETTERS (incl English, Li				19000 1			20400 1		
HUMANITIES - OTHER							28000 1		
CRIMINAL JUSTICE		22000 1							
POLITICAL SCIENCE/GOVT				19200 1					
PSYCHOLOGY		21000 1					13000 1		
AGRICULTURAL								15360 1	
ELECTRICAL/ELECTRONIC							28200 1		
MECHANICAL						30000 1	28200 1		
AGRIBUSINESS		18480 1					18875 2		
NATURAL RESOURCES							22800 1		
COMPUTER SCIENCE							31800 1		
OTHER PHYSICAL & EARTH SC							18000 1		

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING								18175 4	
BUSINESS ADMIN (INCL MGMT			15000 1						
ECONOM & FINANCE (BANKING						22000 1			
JOURNALISM			19300 2	18000 1				30000 1	
HUMANITIES - OTHER					15000 1			24000 1	
SOCIOLOGY			24000 1						

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
ACCOUNTING			34800 1						
BUSINESS ADMIN (INCL MGMT				21000 1					
REAL ESTATE		21000 1							
HISTORY			19800 1						
POLITICAL SCIENCE/GOVT			25200 1						
PSYCHOLOGY				14400 1					
SOCIOLOGY			18000 1						
CHEMICAL									32820 1
CIVIL		27480 1						26481 8	27557 10
ELECTRICAL/ELECTRONIC								29070 8	
MECHANICAL								28110 7	30000 1
ENGINEERING TECHNOLOGY								28800 1	
COMPUTER SCIENCE									33000 1

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/		SYSTEMS / PROG		POWER SYSTEMS		SOFTWARE DESIG		HARDWARE DESIG		RESEARCH & DEV		TESTING		PROCESS ENGINE		OTHER ENGINEER
AEROSPACE & AERONAUTICAL	28917	4									30996	1					
CHEMICAL											32820	1			31050	2	
CIVIL	24000	2													27996	1	
COMPUTER											31560	1					
ELECTRICAL/ELECTRONIC	31216	8			29392	3			29000	1	30350	4	30394	6	33568	3	
INDUSTRIAL													31200	1			
MECHANICAL	30332	10	27500	1	28050	2	30000	1			25148	3			36360	1	
METALLURGICAL	31992	1															
ENGINEERING TECHNOLOGY	28494	6											31716	1			
INDUSTRIAL TECHNOLOGY	26933	3											29940	1	28000	1	
COMPUTER SCIENCE	32928	2	26850	2			31285	7	30550	2			28800	1	28596	1	
MATHEMATICS							30120	1	24660	2					30000	1	

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA	
BUSINESS ADMIN (INCL MGMT													22000	1	19626	4
ECONOM & FINANCE (BANKING															25800	2
HOTEL/RESTAURANT MGMT.															20000	8
HUMAN RSRCS (incl LABOR R													21293	3		
MANAGEMENT INFO SYSTEMS	30624	1	29100	1												
MARKETING/MARK MGMT (RESR											23100	1			18100	3
COMMUNICATIONS															22000	1
JOURNALISM															18000	1
LETTERS (incl English, Li															20000	1
VISUAL & PERFORMING ARTS															12680	2
HUMANITIES - OTHER															18333	3
POLITICAL SCIENCE/GOVT															18000	1
ARCHITECTURAL									21039	4						
COMPUTER	30216	1														
INDUSTRIAL															31200	1
ENGINEERING TECHNOLOGY															27996	1
AGRIBUSINESS								25200	1							
COMPUTER SCIENCE	27418	8	34290	2	25464	5										
INFORMATION SCIENCES & SY	22500	1	32700	3												
ARCHITECTURAL & ENVIRONME									23120	8						
MATHEMATICS					30000	1										

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT								21600 1
PHYSICAL EDUCATION								21600 1
LETTERS (incl English, Li								22000 1
VISUAL & PERFORMING ARTS					17000 1			
PSYCHOLOGY								28000 1
SOCIOLOGY						32000 1		
NURSING		26545 5						
MATHEMATICS	27000 1							

AVERAGE SALARY OFFERS FEBRUARY 1989 WCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	23666 77 29904/21000	23616 16	24200 3	16000 3	22500 1				22345 11
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	23250 2	21500 2		20936 12	22412 9	20500 2	22929 25 40000/18000		29400 1
BACHELOR - TECHNICAL		18480 1				30000 1	23821 7	15360 1	

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL			19400 4	18000 1	15000 1	22000 1		21117 6	
BACHELOR - TECHNICAL									

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL		21000 1	24450 4	17700 2					
BACHELOR - TECHNICAL		27480 1						27916 24 34272/24400	28568 13

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	29620 36 37480/25200	27067 3	28855 5	31012 9	27884 5	29222 10	30402 10	31376 10	

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	30624 1	29100 1					23100 1	21470 4	19337 26 30000/15360
BACHELOR - TECHNICAL	27206 10	33336 5	26220 6		25200 1	22426 12			29598 2

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL					17000 1	32000 1		23300 4
BACHELOR - TECHNICAL	27000 1	26545 5						